7.40/2: July 18, 1980

# EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

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2038-2039 Meat & poultry (Qatar). Wants fresh meat, frozen chicken and chicken parts. Language of correspondence: English. Send C&F Doha price lists air or sea freight. Contact: Bruce Satler, Gen. Manager, Thz Center, P.O. Box 5316, Doha, Qatar (Arabian Gulf). Phone: 321790. Telex: 4620 CENTER DH.

2040 Bone meal (Spain). Needs steamed bone meal. Bank ref: Banco Central, Plaza Cataluna 23, Barcelona 2. Contact: Jorge Lutken, Manager, Salcomex, S.A., Viladomat 140 BIS, Barcelona 15, Spain. Cable: SALCOMEX/BCN. Telex: 52537. Phone: 34/3/2531604.

2041 Turkey (Chile). Wishes frozen turkeys. Quantity: 50 metric tons total. Quality: Grade A: 20 mt weighing 12-14 pounds each and 30 mt of 16-22 pounds each. Packaging: individual plastic bags and cartons with 2-4 birds according to size. Delivery September - October. Quote CIF Valparaist, indicate payment conditions. Bank ref: Banco de Chile, Av. L.B. O'Higgins 3237, Santiago. Contact: Enrique Alarcon, Codipra, Sazie 2853, Santiago, Chile. Phone: 98071.

2042 Oats (Ecuador). Wants 10,000 metric tons of oats. Quality: variety 238 or 240. Packed in bulk. Delivery June - July 1980. Quote C&F Guayaquil and FOB. Bank ref: Manufacturers Hannover Trust, New York, New York. Contact: Carlos Hernandez, Industrial Molinera C.A., P.O. Box 644, Guayaquil, Ecuador. Telex: 3504. Phone: 343-940, 342-060.

2043-2045 Milk, meat, fish (Bolivia). Would like milk (concentrated, evaporated, condensed and dried); canned meat products; and canned fish (different types). Contact: Importadora Rayon Ltda., Jose Leon Sejas Roca, Casilla 6814, La Paz, Bolivia.

2046 Seeds (Bolivia). Wants 50 metric tons of rice seed for seeding in tropical areas of Bolivia. Humidity measurements are 1800 mm rain per year; and 15 metric tons of corn seed for tropic areas of Bolivia. Humidity measurements are 1000 mm rain per year. Quote CIF Santos, Brazil. The firm is one of the oldest and largest cattle farms in Bolivia. Contact: Estancias San Juan, Carlos Schenstron, Casilla 4332, La Paz, Bolivia.

2047 Broilers (Belgium). Interested in buying frozen broilers. Quantity: 30,000 metric tons (approximately 3,700 metric tons per month). Quality: each bird weighing between 900 and 1,300 grams. Packaging: Seaworthy export packaging, 10-12 birds per carton. Delivery to be carried out over next eight months. Requirements: broilers to be slaughtered according to

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Islamic law. Quote C&F Dubai, U.A.E. Bank ref: Kredietbank. Contact: Mr. Marinus, Globe Foods, Vremdesesteenweg 200, B-2530 Boechout, Belgium. Telex: 32485. Phone: 031/80.56.51.

2048 Abalone (Singapore). Would like to acquire canned Abalone. Quantity: approximately 1 container load. Quality: 1st Grade, 2-3 count per can, & 3 count and above per can. Packed in cartons 48 x 1 lb. cans. Quote C&F Singapore. Bank ref: Chartered Bank, Crosby House, Robinson Road, Singapore. Contact: Koh Thong Juay, Kwang Hap Siang (s) Pte Ltd., 42 Hong Kong Street, Singapore 0105. Telex: RS 23128. Cable: BESAR. Phone: 432939.

2049 Nuts (Australia). Desires Macadamia nuts in shells. Quantity: 200 tons at approx. U.S. $2.20 per kilo, business value 4/500,000 dollars. Quality specifications: 90% must be minimum diameter 23 mm, max. moisture content 6% and shellout 30-35%. Packaging: bags in bulk. Delivery before the end of September. Quote FOB Hawaiian port. Contact: S. B. Brown, Singalia Trading Company, P.O. Box 298, Pymble NSW 2073, Canberra, Australia. Telex: AA 27882. Phone: 4987129.

2051 Eggs (Lebanon). Wants shell eggs for hatching-broiler and layer. Quantity: 500-1,000 boxes of 360 eggs-weekly. Quality: 75% of requested quantity broiler hatching eggs and 25% layer hatching eggs. Exporter to specify offered breed. Packed in boxes of 360 eggs. Delivery by air, July-December 1980. Quote U.S. dollars per box C&F Beirut airport. Bank ref: Beiru-Riyadh Bank, P.O. Box 11-4668, Beirut, Lebanon. Contact: Mustapha Assayed, Assayed Agricultural and Trading Co., P.O. Box 11-5541 Beirut, Lebanon. Telex: LE 20036 SAYED. Cable: AGTRADE-Beirut. Phone: 237826, 301816 & 840245. Firm offers requested, preferably by telex.

2052 Rabbit meat (Egypt). Needs frozen rabbit meat. Quantity: 2 mt trial order. Quality: Grade A from 1,250-1,500 grams each. Delivery as soon as possible. Requirements: Slaughtered according to Islamic rites. Quote CIF Alexandria or Port Said. Bank ref: City Bank, Cairo. Contact: Mohsen Khamis, Ariko Helwan, 25, Medan El Mahata, Helwan, Cairo, Egypt. Cable: ARIKO, Helwan. Phone: 39250/39413.

2053-2055 Spices, prunes, walnut kernels (Sweden). Wants herbal spices, prunes, walnut kernels. Bank ref: Skanska Banken. Contact: Lennary Hemra, Trecom AB, Box 1144, S-251 11 Helsingborg, Sweden. Telex: 72446 VTEXTF S. Phone: 042/15 69 00.

2056 Bubblegum base (Netherlands). Needs bubblegum base. Quantity: 18 mt. Quote CIF and FOB. Bank ref: Mees En Hope N.V. The Hague. Contact: A.F.H. Hugenholtz, Bosschestraat 97, 2587 HD Scheveningen, Netherlands. Cable: HUGENGRAVE-Hague. Phone: 070-540314.

2057 Fish food (West Germany). Wishes fish food for ornamental fish (freshwater and saltwater), frozen and freeze-dried, Artemia Salina testing quantities. Good qualities. Delivery as soon as possible. Bank ref: Bayerische Vereinsbank, Sonnenstrasse, Muenchen. Contact: Maria Honka Fischfutter, Loewengrube 7, D-8018 Grafing B. Muenchen, West Germany. Phone: 08092.9409.

2058-2059 Cottonseed oil, sunflower oil (Egypt). Would like cotton seed oil semi refined and/or crude sunflower seed oil. Quantity: 10,000 mt. Packed in bulk. Delivery Nov./Dec. Requirements: firms must be willing to participate in public tenders. Bid bond of 2% is required, to be increased to 5% when agreement is reached. Quote CIF Alexandria. Bank ref: National Bank of Egypt, Cairo. Contact: Nabil Mostafa Kamel, El Nasr Exp/Imp Co., 28 A, Talaat Harb St. P.O. Box 1589, Cairo, Egypt. Telex: 92232 SHIN UN/92073 SHIN TAM UN. Cable: SHIN TAM, Cairo. Phone: 754412/748500.

2060 Vegetable oil (Egypt). Wishes canned vegetable oil. Quantity: 5 mt trial order. Quality: best available. Packed in 5 kilogram cans. Delivery as soon as possible. Quote CIF Alexandria or Port Said. Bank ref: City Bank, Cairo. Contact: Mohsen Khamis, Ariko Helwan, 25, Medan El Manata, Helwan, Cairo, Egypt. Cable: ARIKO, Helwan. Phone: 39250/39413.

2061 Peanuts (Japan). Needs dried peanuts, nulled or shelled, undersized, of even size to the extent possible, and quality appropriate for use in manufacturing of confectionery by whole nuts. Company request samples and information on prices. Bank ref: Iwate Bank, Shiwa Branch, Aza Koriyama, Hizume, Shiwa-Machi, Shiwa-Gun, Iwate Prefecture, Japan. Contact: Iwate Abe Seifun Co., Ltd., Aza Yawata 61, Kami-Hirazawa, Shiwa-Cho, Shiwa-Gun 028034, Iwate Prefecture, Japan. Phone: 01967-3-7614.

2062-2068 Fruits, vegetables, grain mill products, confectionery, wines, food preparation & cocoa (Spain). Would like preserved fruits and vegetables, grain mill products, confectionery products, chocolate and cocoa products, wines, brandy, and brandy spirits and food preparations. Requests quotations CIF Spanish port. Contact: Jose Duran Mena, Director, Albesa-Alimentos y Bebidas, S.A., Edificio Maxper, Poligono Industrial Los Angeles, Getafe, Madrid, Spain. Telex: 45875 CFIN-E. Phone: 91/6959100.

2069 Grocery lines (France). Needs consumer goods, baby items, canned meats, chicken and poultry canned and eggs canned, canned specialties, canned fruits, vegetables and canned juices. Canned fish, crustaces, mollusks, fish canned. Canned soft drinks and carbonated water. Bank ref: Societe Generale, 48 Avenue J. B. Lebas, 59100 Roubaix. Contact: Vandenbussche, Import Manager, Auchan, 209 rue de La Recherche, 59650 Villeneuve D'Asco, France. Telex: 160-414. Phone: (28) 91-92-24.

2070-2071 Fruits & honey (Yemen Arab Republic). Wishes all kinds of canned fruits and pure honey. Contact: Al-Anassi Trading Corp., P.O. Box 3914, Hodeidah, Yemen Arab Republic. Telex: 5568 ALANIS 8 63. Cable: ALANSSI. Phone: 2946, 4361.

2072-2075 Chicken, beef, lamb, canned meats, tomato paste, cheese (Egypt). Interested in buying 1,000 mt frozen chicken, 1,000 mt frozen beef and lamb, 1/2 million cans corned beef and luncheon meats, and samples of cheddar cheese, tomato paste and ghee. Quote CIF Alexandria. Bank ref: The Nile Bank, Misr Bank, Mostafa Kamel Branch. Contact: Eng. Fathi Fadali, Fadimex, P.O. Box 2628, Cairo, Egypt. Telex: 93973 FADCO UN. Phone: 906500/909176.

2076 Vegetable oil (Egypt). Wants to contact suppliers. Quantity will be decided by size of tender for ministry of supply. Bank ref: Bank of Credit

& Commerce International, Giza, Cairo. Contact: Adolf J. Todros, Adolf J. Todros Export & Import, Ramses Bldg., P.O. Box 1932 Cairo, Ramses Sq. Cairo, Egypt. Telex: 92329 UNIF UN ATTN: TODROS. Cable: GROMANTRA Cairo. Phone: 752520.

2077 Tropical seeds (England). Wants tropical seeds (A) stylosanthes hamata, (B) stylosanthes humilis, (C) pasapalum notatum, (D) melinin minutiflopa. Quantity: (A) & (B) one ton each, (C) & (D) 2.5 tons each. Delivery soonest. Quote FOB U.S. port, CIF Mogadishu. Bank ref: Lloyds Bank Ltd. Contact: Argaret Le Maithe, Agri Project International Ltd., P.O. Box 191, St. Julians Court, St. Julians Avenue, St. Peter's Port, Guernsey, Channel Islands. Telex: 4191115. Phone: 0481 26322.

2078 Hay (England). Urgently seeks suppliers of old and new crop nigh quality hays suitable for racehouse trade - either Italian ryegrass/clover, ryegrass/lucerne or timothy or timothy/clover/lucerne mixtures. Supplier should be fully conversant with hay trade and capable of buying and organizing stowage in containers. Buyer is prepared to travel to U.S. immediately if suitable supplier found. Bank ref: Barclays Bank International Ltd., (Chief Foreign Branch), 168 Fenchurch Street, London EC3, reference: H. J. Baker Bros, New York. Contact: Peter Thomas, Director, David T. Boyd & Co. Ltd., 24 Eastcheap, London EC3M 1HB, England. Phone: 01-626 6783. Telex: 886401.

2079 Frozen cherries (Germany). Wants container loads of (A) deep frozen dark sweet cherries & (B) deep frozen sour pitted cherries. Block frozen and IQF. Usual export packaging. Shipment immdeiately after new crop. Quote C&F Rotterdam. Bank ref: Bezirkssparkasse Dillenburg. Contact: Horst Dietermann, Wholesale, Import/Export of Fruit for Processing, Tannenweg 3, 634 Dillenburg 3, West Germany. Telex: 873959 (ANSWER BACK: DIFRU D). Phone: 02771-7076.

2080 Almonds (France). Wishes to buy almonds, 100 mt per year, caliber 37-38/kilo. Shipment in bulk or sacks 50 to 100 kilo. Delivery Dec. 1980. Would like small sample 100 grams in advance. Quote CIF Bordeaux and CIF Bayonne. Bank ref: Credit Lyonnais, Oloron. Contact: Mr. Fanlo, Societe Fanlo, 28, rue Gaston de Foix, 64400 Oloron, France. Phone: (59) 39 09 89.

2081 Rice (France). Wants rice, 10,000 tons, medium grain, in 50 kg bags. Broken rate: 25% maximum. Quote CIF Conakry. Contact: Mr. Gobert, Inter Composants, 9, Impasse Des Petits Marais 92230 Gennevilliers Port, France. Telex: 610584 F. Phone: 794 08 58.

2082 Canned sweet corn (France). Wants canned sweet corn, 100,000 cases of 24, first quality. Bank ref: Credit Commercial de France, 226 Avenue du Prado, 13008 Marseille, France and Credit Lyonnais 21, rue St. Ferreol, 13001 Marseille. Contact: Jean Claude Moutte, General Director, Societe Moutte and Co., S.A., 2 Quai D'Arenc B.P. 368, 13214 Marseille Cedex 1, France. Telex: 440836. Cable: AMOUTE. Phone: (91) 91 92 93.

2083-2084 Dried milk, garlic (Dominican Republic). Wishes to locate a supplier for powdered milk and fresh garlic. Quantity: unspecified. Contact: Antonio Flaquer, Comercio Exterior, S.A., P.O. Box 1015, Santo Domingo, Dominican Republic. Telex: 3460571. Phone: 809-567-5172.

2085 Pigeon pea seed (Nicaragua). Requests contact with U.S. suppliers of Pigeon pea planting seed (Gandul) which the Ministry wishes to purchase for immediate delivery. Amounts required are one hundred pound each of seed of following varieties: 64-2B, 64-8AB, - 10, and SC IS-2. Quotations should be FOB Managua by air. Additional purchases expected to follow. Contact: Jose Angel Ponce, (Nicaragua's Agricultural Products Importing Agency) Empresa Nicaraguense de Insumos Agropecuarios - Enia, Mangua, Nicaragua. Telex: 1033 or 1062. Phone: 7082 or 70519.

2086 Jojoba oil (Germany). Wishes to buy Jojoba oil, in drums, suitable for export. Inquirer needs detailed analysis and small sample. Quote CIF Hamburg. Bank ref: Dresdner Bank A.G., Hamburg. Contact: Dietmar Weiss, E. H. Worlee and Co. (GMBH and Co.), Bellevue 7-8, P.O. Box 60 29 60, D-2000 Hamburg 60, West Germany. Telex: 2 123 84. Cable: WORLECO, Hamburg. Phone: 040-27 12 41.

2087-2089 Chicken, lamb, beef (Cameroon). Requests immediate offers FOB Douala port for following: frozen chicken ready to cook (1-1 1/2kgs) 5-6 tons per month, lamb carcass (14-16kgs) 5-6 tons per month, beef (steaks etc) 3-4 tons per month, and fresh beef (20 tons per month) by airfreight. For fresh beef quotation should include airfreight charges. Also include charges cargo plane U.S./douala/U.S. Contact: Galar Tarraf, General Manager, Unitraco, B.P. 838, Managua, Cameroon. Telex: 5379 KN. Enterprise is involved in the importation of crude oil and general merchandise.

2090 Butter (Chile). American Embassy Commissary wants fresh butter, slightly salted, 2,400 lbs. per shipment-every 8 months, top quality. One lb. packets in aluminum foil wrappers, outer packing in say 40 lb. cartons, by sea U.S. port/Valparaiso every 8 months. Frozen and stowed in ship's reefer chambers. Quote CIF Valparaiso including full insurance coverage to Santiago via Valparaiso. Bank ref: Chase Manhattan Bank, 18 E. 48th St., New York, New York 10017, Account #023-1-010752. Contact: American Embassy Commissary, Santiago, Chile, APO Miami, Florida 34033. Telex: 40062 ICA Santiago. Phone: Santiago, Chile, 710133 ext. 253.

2091 Broilers (Canada). Wants frozen broilers and parts, monthly 50,000 broilers and 10,000 lbs. mixed parts, destination: Middle East. Broilers, two and A half to 3 lbs. individually packed in poly bags. Parts, equal mix of legs, wings, breasts, thighs, etc. No special kill needed. Contact: Can best be reached from 8:30 to 10:00 AMEDT. Prefers telephone contact, needs price quotes as soon as possible. Letter of Credit available upon completion of contract. Contact: Nick Malezian, Zodiac International Investment Importers and Exporters Co., Inc., 72 Broadpath Road, Don Mills, Ontario M3C 2B5, Canada. Phone: (416) 444-9590.

2092 Burley tobacco (Nepal). Government tender with closing date Sept. 2 for 45 tons of light air-cured burley well processed and redried tobacco of 1980 crop. year originating in the U.S. or any overseas countries, having following characteristics: physical characteristics - form of leaves: hands; color: bright brown to light brown or brown; mositure content: 10.0 to 11.0%; texture: fine to medium; size: 6 inches to 20 inches; maturity: well matured; and condition: sound. Sample needed by Sept 1, full details from address below. Contact: Janakpur Cigarette Factory Ltd. P.O Box No. 5, Janakpurdham, Dhanusha District, Nepal.

## Foreign Trade Development

Cremona Dairy Cattle Show. The international exhibit at the 35th annual Cremona Dairy Cattle Show in Cremona, Italy, will be held September 19-28, 1980. The U.S. Department of Agriculture will have a pavilion at the show capable of accomodating up to 10 exhibitors. The participation fee is $375. The Cremona Show is considered one of the most important dairy events of the year attracting the attention of Italian and third-country breeders alike. Firms interested in participating should contact Ben Thompson at FAS, (202) 447-4884.

Produce Marketing Association Export/Import Seminar and Workshop on Fresh Produce Scheduled October 18-22 in Chicago. PMA is the marketing oriented trade association for the U.S. produce industry, and annually draws over 2,500 growers, shippers, brokers, distributors, and retailers for its four-day convention and trade show. This year, James H. Starkey, III, U.S. Deputy Undersecretary of Agriculture for International Affairs will keynote the PMA's morning-long export/import seminar with an address on world trade in the fruit and vegetable industry. Following the keynot address will be an audience participation program to explore solutions to current problems in the exporting and importing of fresh produce. Panel participants scheduled include: Wally Olins, Jt. Managing Director, Louis Reece Ltd., London; and W.E. Plymale, Director of Marketing, American President Lines, Ltd., San Francisco. In addition, the panel will also include an exporter from a major produce exporting country and a U.S. exporter. Over 165 companies with 235 booths will be assembled to discuss their operations. Exhibitors include produce and floral growers, commodity organizations, and allied services. PMA, which was founded in 1949, has over 950 member companies in the produce industry, including members in Europe, the Far East, and South America. For details on attending the PMA Convention, contact the Produce Marketing Association, 700 Barksdale Road, Suite 6, Newark, Delaware 19711, USA.

## Publications

Guide for U.S. Cattle Exporters (AH-217) and Suggested Procedures for Exporting Breeding Cattle and Swine (AH-274) are FAS publications designed to assist producers and exporters in need of factual information concerning livestock exporting. Both publications can be obtained in large quantities upon written request from the FAS Publications Office, Room 5918 South Bldg., Foreign Agricultural Service, USDA, Washington, D.C. 20250.

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